

Mail-In Registration

To register, please return the below information along with a check for \$35.00 payable to **PASBDC, Inc.** to:

*Pennsylvania Small Business Development Centers
Vance Hall, Fourth Floor
3733 Spruce St.
Philadelphia, PA 19104*

Name

Company Name

Veteran-Owned ☐ Disabled Veteran-Owned ☐

Address

City State Zip

Phone

E-Mail Address

**Thank you and we look
forward to seeing you on
October 25th!**

Pennsylvania Small Business Development Centers
Vance Hall, Fourth Floor
3733 Spruce St.
Philadelphia, PA 19104

VETERAN BUSINESS TRAINING & OUTREACH CONFERENCE

“Supporting Veterans Through Business”

October 25, 2004

Keynote Speaker:

David Cohen

Executive Vice President, Comcast Corporation



Event Location:

**The Conference Center at
Penn State Great Valley
30 East Swedesford Road
Malvern, PA 19355-1443**

Join us on October 25, 2004 at
the Conference Center at Penn
State Great Valley for the
premier event on Veteran
Business Training.

Register TODAY!

For more information and to register online, visit:

www.sepaptap.com


Developed by:

- AstraZeneca
- Aventis Pasteur
- Boeing Company
- Center For Veterans Enterprise
- Comcast Corporation
- Pepco Holdings, Inc.
- Defense Contract Management Agency
- Department of Veterans Affairs
- General Electric
- Lockheed Martin
- Pennsylvania Small Business Development Centers
- Southeast Pennsylvania Procurement Technical Assistance Program
- U.S. Small Business Administration

Conference Schedule Monday, October 25

7:30 Registration, Coffee and Exhibitors Set-up

8:30 Plenary Session convenes in the Musser Auditorium 

8:45 Welcoming Remarks 

9:00 Keynote Speaker – David Cohen, Executive Vice President, Comcast Corporation 

10:00 - 3:00 Exhibit Hall Open - Sanchez Suite

10:00 – 11:00 - Musser Auditorium 

- Selling to the Government or Prime Contractors Through Reverse Auctions Utilizing the Ariba eCommerce model with an explanation of e-Catalogues: be prepared before you start – *Ed McAndrews, AstraZeneca and John Chapman, Lockheed Martin*

11:15 – 12:15 - Musser Auditorium 

- The Veterans Benefit Act of 2003, P.L. 108-183, and other Veteran specific programs – *Scott F. Denniston, Director, Office of Small Disadvantaged Business Utilization, U.S. Department of Veterans Affairs*

12:30 – 1:30 Plenary Session and Lunch - Musser Auditorium 

- Luncheon Speaker: Garry Maddox, President, Worldwide Concessions & A. Pomerantz & Company, and the “Secretary of Defense” for the 1980 World Champion Philadelphia Phillies

1:45 – 2:45 Concurrent Sessions

Musser Auditorium 

- Panel of Experts: Financial Programs for Small Businesses – *Moderator Jayne Armstrong, DE District Director, US Small Business Administration; Sue Malone, Strategies For Small Business*

Rooms 205 & 206

- Diagramming and Responding to Contracting Opportunities: be prepared before you start – *George Boehm, Government Marketing Specialist, Kutztown University PTAC*

3:00 – 4:00 Concurrent Sessions

Musser Auditorium 

- VET*FRAN Veterans Transition Franchise Initiative – *Terry Hill, Vice President Communications, International Franchise Association*

Rooms 205 & 206

- How to use GSA and FedBizOpps to find Government Opportunities- *Helena Koch, Small Business Technical Advisor, US General Services Administration, Philadelphia*

 = Teleconference

